### QPQ---1NC

#### “Engagement” requires the provision of positive incentives

Haass 00 – Richard Haass & Meghan O’Sullivan, Brookings Institution Foreign Policy Studies Program, Honey and Vinegar: Incentives, Sanctions, and Foreign Policy, p. 1-2

The term *engagement* was popularized amid the controversial policy of constructive engagement pursued by the United States toward South Africa during the first term of the Reagan administration. However, the term itself remains a source of confusion. To the Chinese, the word appears to mean simply the conduct of normal relations. In German, no comparable translation exists. Even to native English speakers, the concept behind the word is unclear. Except in the few instances in which the United States has sought to isolate a regime or country, America arguably "engages" states and actors all the time in one capacity or another simply by interacting with them. This book, however, employs the term engagement in a much more specific way, one that involves much more than a policy of nonisolation. In our usage, engagement refers to a foreign policy strategy that depends to a significant degree on positive incentives to achieve its objectives. Certainly, engagement does not preclude the simultaneous use of other foreign policy instruments such as sanctions or military force. In practice, there is often considerable overlap of strategies, particularly when the termination or lifting of sanctions is used as a positive inducement. Yet the distinguishing feature of engagement strategies is their reliance on the extension or provision of incentives to shape the behavior of countries with which the United States has important disagreements.

#### That means the plan must be a quid-pro-quo

De LaHunt 6 - Assistant Director for Environmental Health & Safety Services in Colorado College's Facilities Services department (John, “Perverse and unintended” Journal of Chemical Health and Safety, July-August, Science direct)

Incentives work on a *quid pro quo* basis – this for that. If you change your behavior, I’ll give you a reward. One could say that coercion is an incentive program – do as I say and I’ll let you live. However, I define an incentive as getting something you didn’t have before in exchange for new behavior, so that pretty much puts coercion in its own box, one separate from incentives. But fundamental problems plague the incentive approach. Like coercion, incentives are poor motivators in the long run, for at least two reasons – unintended consequences and perverse incentives.

#### Plan isn’t --- voting issue:

#### Limits --- it functionally narrows the topic because few cases can defend conditioning --- the alternative is hundreds of single import or export cases that explode the Neg’s research burden

#### Ground --- QPQ locks in core generics like soft power and foreign politics DAs, counterplans to add or remove a condition, and critiques of diplomacy